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PAPER MERCHANT SALES REPORT JULY, 1989

(by NPTA Region)	Sales per Selling Day July, 1989 Compared to July, 1988	Sales per Selling Day July, 1989 Compared to June, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of July 1988	1989	Calendar Day Cost of ending June Inventory 1988	1989
INDUSTRIAL							
1	+23.9	+13.6	+11.6	42	41	69	53
2	+10.7	- 2.2	+10.2	35	35	51	52
3	+23.0	+ 9.7	+ 5.5	40	37	61	62
4	+ 7.2	+15.4	+ 9.5	35	38	50	61
5	+ 7.5	- 3.3	+14.1	35	30	56	57
6	+15.9	+14.7	+12.2	43	40	67	67
7	+ 7.2	+ 2.0	+ 8.2	36	33	60	54
8	+14.1	- 2.2	+13.2	35	36	55	65
9	+11.0	+11.1	+ 9.8	39	39	68	62
NY	+10.2	0	+ 9.4	45	47	58	**
CHICAGO	- 2.2	- 5.1	+ 0.2	37	44	50	65
LA	- 5.1	+ 4.9	+ 6.5	46	43	67	62
US	+12.7	+ 6.2	+ 9.1	39	37	57	58
PRINTING							
1	+ 4.8	- 4.1	+ 9.2	44	43	49	46
2	+10.3	- 3.2	+ 9.9	41	42	54	63
3	+ 3.1	+ 8.0	+ 4.4	44	38	69	83
4	+14.0	+ 8.5	+13.5	41	40	64	65
5	+ 9.7	- 2.4	+14.8	40	38	76	69
6	+ 4.8	+ 3.7	+11.2	42	37	70	81
7	+24.3	+10.1	+20.0	41	37	69	70
8	+18.4	- 6.2	+17.6	39	36	65	70
9	+13.3	+15.1	+12.2	38	40	66	60
NY	+ 8.2	+10.8	+ 1.4	41	44	63	52
CHICAGO	- 4.4	- 1.1	+ 1.4	41	39	73	84
LA	+15.3	+ 7.2	+13.6	41	40	84	84
US	+ 9.6	+ 3.7	+ 9.8	41	40	68	71

UPDATED SALES REPORT DATA AND PROGRAM. The July report includes updated data, mainly from new sales report filers. Also, in July NPTA began using computer program updates which make it easier to enter data. Many sales report filers provided missing or updated data. Sales changes for 1989 tend to be slightly lower than earlier reports, but four of the five regional numbers that changed to any significant degree went up. Region 1 was up for both types of goods, Region 2 and LA Metro were up for industrial goods, and Chicago Metro was down for printing goods. There were no major changes in days outstanding or inventory days.

COMMENTS ON JULY'S SALES CHANGES. ***INDUSTRIAL*** sales changes are higher than in most months this year. On a year-to-date basis, Chicago Metro is by far the lowest, with Region 3 and LA Metro also fairly low. ***PRINTING*** regional year-to-date sales changes are much more variable; NY and Chicago Metros are clearly the lowest, and Region 7, which had not done as well as other areas in the past few years, is now well above the other areas. **DAYS OUTSTANDING** continue lower than last year. June's ending **INVENTORY DAYS** are slightly higher for Industrial goods than last year, and printing goods continue above the previous year for another month.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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